



Spotlight on Small Screws and Washers Markets of India and Mexico

Although HS codes have not been categorized based on sizes of products, my research shows that small screws and washers have been categorized under HS Code number 73181500 by the countries' Customs.

In this article, I will study HS Code 73181500 in Mexico and India.

It should be mentioned that in this category the total value in the import section in the world is about 18 billion USD. The import value of USA is 2.2 billion USD; Germany has imported 1.8 billion worth of these products; China's import value is 1.5 billion USD. These 3 countries have bought more than 30% of small fasteners in the world and they are ranked as the biggest three markets for this sector. On the other hand, in the export, the total value in the world shows 18 billion USD. Germany with 2.5 billion USD worth of export is the biggest exporter; China with 2.1 billion USD and Taiwan with 1.9 billion USD export value are respectively ranked in the 2nd and 3rd place. These 3 countries have produced more than 36% of these type of screws and washers in the world.

Mexico

Import Section

In the import section, the market scale of Mexico is about 8% of the whole world. The biggest seller in the Mexico market is USA, which supports more than 50% of Mexican consumption. Taiwan shares 13% of Mexico market and China shares 10.4% of this market. The 4th biggest exporter to Mexico is Japan and its market share in the Mexico market is 8%.

USA: U.S. suppliers lost their market share almost annually, however, their sales value increased, which means Mexico market was getting bigger and US suppliers could not get an appropriate share.

Taiwan: Taiwanese suppliers could increase their market share during the developing period of Mexico market.

China: Chinese suppliers' market share was almost constant, and their export value increased as well.

Japan: Japan's market share in Mexico increased sharply in 2014, and after then its growth speed slowed in 2015 and it became negative in 2016 and 2017.

		Values are in thousand USD				
		2013	2014	2015	2016	2017
Mexico's Import	World	1,180,620	1,309,082	1,316,868	1,271,348	1,404,197
	USA	649,681	693,714	712,222	669,260	719,812
		55.0%	53.0%	54.1%	52.6%	51.3%
	Taiwan	139,162	151,240	168,481	164,121	182,182
		11.8%	11.6%	12.8%	12.9%	13.0%
	China	126,383	157,221	140,762	139,629	145,932
		10.7%	12.0%	10.7%	11.0%	10.4%
	Japan	75,973	113,967	118,794	111,963	113,111
		6.4%	8.7%	9.0%	8.8%	8.1%

Export Section

In this sector, the export value of Mexico is about 0.5% of the whole world. The main market of Mexico in the screws and washers category is USA. About 80% of Mexico's production was shipped to USA.

The following table shows that the market share of Mexico's products in USA was getting smaller and smaller annually after 2015 and Mexican producers must find another markets for their production.

		Values are in thousand USD				
		2013	2014	2015	2016	2017
Mexico's Export	World	74,485	88,221	94,812	96,978	89,800
	USA	62,601	71,995	80,963	80,450	71,651
	USA in Mexico Total Export (%)	84.0%	81.6%	85.4%	83.0%	79.8%

India

Import Section

India's import market in this category is about 1.7% of the whole world and the main players of small screws and washers in the India market are:

- 1- **China-** Chinese suppliers almost increased their market share annually. From 2013 to 2017 their market share in India increased about 2%.

India's Import	Values are in thousand USD	2013	2014	2015	2016	2017
	World		265,107	292,263	322,409	331,412
China		44,094	47,275	57,557	59,650	54,153
		16.6%	16.2%	17.9%	18.0%	18.2%
Japan		52,884	53,364	49,374	58,933	44,823
		19.9%	18.3%	15.3%	17.8%	15.1%
Germany		33,961	41,650	45,849	46,520	43,844
		12.8%	14.3%	14.2%	14.0%	14.7%
S. Korea		37,113	35,995	37,822	36,550	33,239
		14.0%	12.3%	11.7%	11.0%	11.2%

India's Export	Values are in thousand USD	2013	2014	2015	2016	2017
	World		319,839	325,582	309,052	258,146
Germany		88,365	103,630	56,873	39,460	33,861
		27.6%	31.8%	18.4%	15.3%	17.7%
Netherlands		20,873	10,899	40,918	44,386	27,110
		6.5%	3.3%	13.2%	17.2%	14.1%
UK		34,829	38,843	37,492	29,634	20,654
		10.9%	11.9%	12.1%	11.5%	10.8%
Italy		28,877	28,174	26,740	22,726	17,191
		9.0%	8.7%	8.7%	8.8%	9.0%
USA		28,911	29,910	30,101	21,484	14,594
		9.0%	9.2%	9.7%	8.3%	7.6%

2- Japan- Japanese suppliers' performance was opposite to that of Chinese suppliers. They lost their market share in India about 5% after 2013, and it seems that China already got a part of this market from Japan.

3- Germany- German suppliers had a constant market share after 2014.

4- Korea- Korean suppliers also acted the same as their Japanese counterparts. They lost their market share in India by more than 1% after 2014.

Export Section

India's export shares about 1.1% in the world's total import value. Statistics show that India's export value decreased annually and it lost about 40% of its international market after 2013!!

Germany is the biggest buyer of India's screws, but it decreased its buying about 10% from 2013 to 2017!

The Netherlands is the 2nd biggest importer of India's screws. It increased its trade with Indian producers after 2014.

UK is the 3rd biggest market for India's screws and washers. Its was a constant market for Indian suppliers. Approximately 11% of India's products in the category were shipped to UK market.

Italy is also a constant market for Indian suppliers and it bought about 9% of India's productions after 2013.

USA is the 5th biggest market for India's production and it decreased its trade with Indian suppliers about 1.5% from 2013 to 2017.

Last Word

Mexico is a market dependent upon imported screws; its import value is 15.6 times its export value. So, it is a better market for fastener suppliers in comparison with tools and machines suppliers.

India is a balanced country for small screws and washers. Its import value is 1.5 times its export value. Therefore, both suppliers (of tooling-machinery and fasteners) have the same chance for selling their products in this market. ■

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